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By George Stratford Oakum Co.

Useful Facts about OAKUM and Kindred Products



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OAKUM & Kindred Products

Plant of
George Stratford Oakum Co.
Jersey City, N. J.

The Largest Oakum Plant in the World

The plant of the George Stratford Oakum Co. occupies a ground area of about 5 acres and twenty-one buildings. The main buildings are all of brick construction and are three stories in height. The plant has a maximum capacity of about 20 tons of Oakum per day, and in addition about 5 tons per day at its Cobalt plant, which is by far the largest production of any Oakum factory in the world.

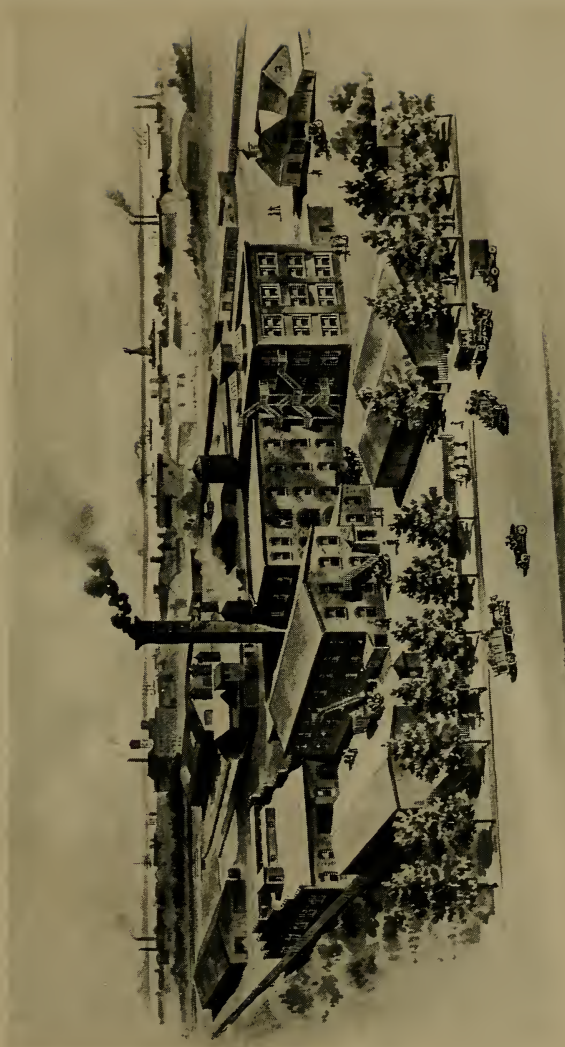
Owing to the fact that the manufacture of Oakum is a specialized industry of relatively small volume *as an industry*, it has never been feasible to develop standard machinery which could be used by the trade generally, as is the case in many lines where the *total* volume of production is larger. Consequently, the Stratford plant, since its establishment in 1860, has been developed by its proprietors from their own experience—with the result that many of the machines and the processes employed are exclusively used in the Stratford business and are not found in any other Oakum factory anywhere.

Unquestionably the Stratford plant is the most efficient, as well as the largest, Oakum factory in the world. Every known labor-saving device applicable to the manufacture of Oakum is in use, and the management is constantly on the alert for anything that will reduce cost of production, increase output or improve quality.

George Stratford Oakum Co.
Jersey City, N. J., U. S. A.

18-2438

DEC 31 1917⁴ CL A481263



Ch. 3. 6

OAKUM & Kindred Products

History of George Stratford Oakum Co.

“Biography is the only true history”

—*Carlyle*

Every successful, long-established business necessarily has its roots in the past. Its history is largely the biography of those who have been the principal contributors to its success. The business of The George Stratford Oakum Co. has been successful since its foundation. Started in 1860, it is now more than half a century old. Though old in years it is young in spirit. From a very small beginning, the business has grown to the largest oakum business in the world. With its long record of satisfactory dealing, it goes without saying that the company numbers among its friends, customers of many years' standing. Therefore, with the belief that a brief biographical sketch of the founder of the business and his successors will prove of interest, this sketch is here presented.

The founder of the business was GEORGE STRATFORD, a member of an old and famous English family. He came to this country as a youth, found employment in an oakum factory in Jersey City and learned all he could in that position. He then secured a position in another Jersey City oakum factory. Shortly after he became head of a small oakum factory in Brooklyn, New York. In 1860 he started business on his own account, forming a partnership and purchasing a block of land in New York City. The plant was burned in 1863, after which Mr. Stratford purchased his partner's interest and built a new plant on Hudson Street, Jersey City. He then became a partner in the firm of Benjamin Mills & Sons (who had an oakum factory on Wayne Street, Jersey City) in the purchase of the McCormack Oakum Mill on West 42d Street, New York City. This mill was run only two or three years and the partnership dissolved. Later, with the failure of Benjamin Mills, Mr. Stratford bought all of the machinery of the Wayne Street plant. Soon after this, Mr. Stratford formed a partnership with W. O. Davey, and this continued until the Hudson Street mill burned May 9, 1870. Mr. Stratford then continued alone, buying the site on Cornelison Avenue, Jersey City, where the present plant is located. New buildings were erected and equipped, and the plant started active operation in the fall of that year.

OAKUM & Kindred Products

Mr. George Stratford continued as active head of the business until his death in 1902.

In the early '80's ROBERT JOHN STRATFORD entered the oakum mill, and a few years later another son, WILLIAM GEORGE STRATFORD, joined his father. In January, 1885, the present company was incorporated in New Jersey for a period of 20 years, and in 1905 its life was made perpetual.

On February 18, 1891, an unfortunate fire occurred and the factory was completely burned out. But this did not stop the progress of the company. A fine modern building was constructed, having four times the capacity of the old one.

In 1894, ROBERT J. STRATFORD was obliged to retire on account of ill health, and HERBERT RIDLEY STRATFORD joined his father in his place. ROBERT J. STRATFORD died in 1899; GEORGE STRATFORD, the founder of the company, died in 1902; and HERBERT RIDLEY STRATFORD died in 1907.

In 1902, after the death of GEORGE STRATFORD, three more sons became affiliated with the company: ARTHUR CHAZOTTE STRATFORD became Secretary, and FRANK BURNETT STRATFORD and EDWIN HOLBROOK STRATFORD, Directors. Upon the death of HERBERT R. STRATFORD, in 1907, ARTHUR C. STRATFORD became President and FRANK B. STRATFORD, Secretary and Treasurer. MORGAN DECKER was elected Secretary in 1916.

At different times the company has acquired, by purchase, the business of other oakum concerns. It purchased the entire business of H. L. Alden, Camden, Maine, after a disastrous fire in the Stratford plant on March 13, 1908. It purchased, in 1911, the plant and business of the Tibballs Oakum Co., Cobalt, Conn., which was established in 1828. Some of the machinery of the Tibballs plant is being used at the present time by The George Stratford Oakum Co., to increase its production.

The George Stratford Oakum Co. holds membership in the following organizations:

- United States Chamber of Commerce.
- National Association of Manufacturers.
- American Supply & Machinery Mfrs. Assn.
- New Jersey State Chamber of Commerce.
- Jersey City Chamber of Commerce.
- The Rotary Club of Jersey City.

"He Profits most who serves best"



WILLIAM GEORGE STRATFORD



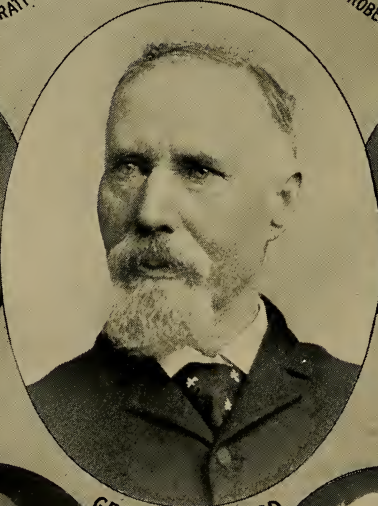
HERBERT R. STRATFORD



ROBERT J. STRATFORD



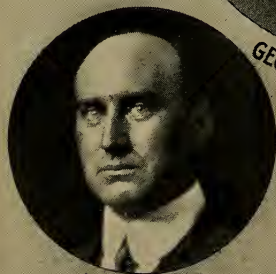
EDWIN H. STRATFORD



GEORGE STRATFORD



F.B. STRATFORD



A.C. STRATFORD



MORGAN DECKER

OFFICERS, PAST AND PRESENT, OF GEORGE STRATFORD OAKUM CO.

OAKUM & Kindred Products

"Idleness is Hostile to Renown"

CHRONOLOGY

GEORGE STRATFORD

Born in Ireland, of English parentage, June 16, 1828.
Died, Jersey City, April 20, 1902.
Founded George Stratford Oakum Co., 1860.
Founded Jersey City Paper Company, 1876.
Vestryman, Treasurer, Warden, St. Johns P. E. Church, Jersey City.

ROBERT JOHN STRATFORD

Born Jersey City, 1856.
Died, New York, 1899.
Vice-President, George Stratford Oakum Company, 1883-1894.

WILLIAM GEORGE STRATFORD.

Secretary, George Stratford Oakum Company, 1885-1894.
Vice-President George Stratford Oakum Company, 1894-1917.
Director Stratford Paper Company, 1917.
Veteran, 4th Regiment N. G. N. J.

HERBERT RIDLEY STRATFORD, A. C.

Born, Jersey City, 1873.
Died, Jersey City, 1907.
Lehigh University, 1894.
Secretary George Stratford Oakum Company, 1894-1902.
President George Stratford Oakum Company, 1902-1907.
Director, Second National Bank.
Director, Union Trust Co.
Director, Jersey City Trust Co.
Member of Jersey City Board of Education.
Executor, Estate of George Stratford, 1902-1907.

FRANK BURNETT STRATFORD, M. E.

Cornell University, 1895.
Director, George Stratford Oakum Company, 1902-1917.
Secretary-Treasurer Stratford Oakum Company, 1907-1917.
President, Jersey City Paper Co.
Secretary-Treasurer, Stratford Paper Company, 1916-1917.

EDWIN HOLBROOK STRATFORD

Cornell University, 1897.
Director, George Stratford Oakum Company, 1902-1917.
Secretary-Treasurer, Trust Company of New Jersey.
Director, Jersey City Paper Company.
Vice-President, Stratford Paper Company, 1916-1917.

ARTHUR CHAZOTTE STRATFORD

Columbia College, 1902.
Secretary, George Stratford Oakum Company, 1902-1907.
President, George Stratford Oakum Company, 1907-1917.
Executor, Estate of George Stratford, 1902-1917.
Director, Rock Plaster Mfg. Co., of N. Y., 1912-1917.
Director, N. J. Title Guarantee & Trust Co., 1912-1917.
Director, West New York Trust Co., 1912-1915.
Vice-President, Jersey City Board of Trade, 1910-1911.
President, Jersey City Board of Trade, 1911-1913.
Vice-President, Jersey City Chamber of Commerce, 1916.
President, Stratford Paper Co., 1916-1917.

MORGAN DECKER

Secretary, George Stratford Oakum Co., 1916-1917
Jersey City High School, 1882.
Bookkeeper, entered employ, 1889.
Auditor, 1912.
Secretary, 1916.
Treasurer-Manager Berkeley Mfg. & Supply Co.



JOSEPH H. GRUBB
PHILADELPHIA, PA.



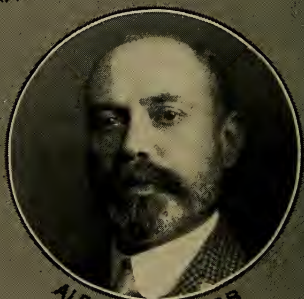
S. V. ARMSTRONG
SAN FRANCISCO, CAL.



EDWARD E. SMITH
EXPORT AGENT, NEW YORK CITY



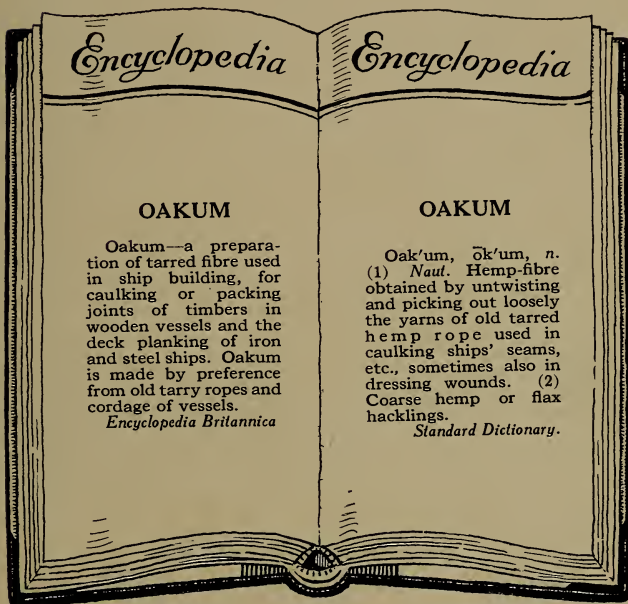
H. P. LANPHIER
NEW ORLEANS



ALEXANDER GIBB
MONTREAL, P.Q.

REPRESENTATIVES OF GEORGE STRATFORD OAKUM CO.

OAKUM & Kindred Products



Geo. Stratford Oakum Co.
Put the O-K into Oakum

OAKUM & Kindred Products

The Romance of Oakum

The traditions of American shipping are redolent with the tarry odor of Oakum. There is romance about the "smell" of Oakum. To the deep-sea sailor, it is a veritable perfume, as it is to all who have anything to do with ships and shipping. It suggests the magic and mystery of the Seven Seas. It brings back to memory those famous old "Down-East" seaports, out of which sailed the globe-encircling Yankee square-riggers, the historic Yankee clippers that doubled Cape Horn, the stately four and five-masted coast-wise schooners and their forbears, "the plodding little two masters"—all being representative of an era when Yankee shipping figured prominently in commercial activities the world over; when Yankee seamanship was supreme and stood for the highest degree of maritime efficiency. But even though the old types of American sailing vessels belong to an era that has become largely history and tradition, the use of Oakum is as extensive at the present time as it was in the palmiest days of wooden shipbuilding.

"The merry music of the caulking mallet" is daily heard in American shipyards; for although wooden shipbuilding is a comparatively small part of the total tonnage now laid down in American yards, Oakum is extensively used in modern ships of steel construction.

The various brands of Oakum manufactured by George Stratford Oakum Co. bear the distinction of being the favorites of American shipbuilders—a statement borne out by the fact that the production of this company is greater than that of any other manufacturer of Oakum in the world.



OAKUM & Kindred Products

Oakum Classes and Grades

All Oakum is made of soft vegetable fibre, such as hemp and jute, impregnated with pine tar. In general, Oakum is divided into two classes, known as Marine and Plumbers' Oakum.

Marine Oakum is used for all forms of Marine caulking work, such as seams of vessels, decks of vessels and caissons. This Oakum is made entirely of hemp.

Marine Oakum is divided into various grades. In the general trade, there are three grades of unspun Oakum and three grades of spun Oakum. This company has always produced *four* grades, having one grade of *much higher quality* than any produced by any other manufacturer of this product. The grades of Marine Oakum are known as New Best, Best, U. S. Navy and Navy, and are made both spun and unspun. The raw material for all these grades of Oakum must be imported from Europe, and during the European war it has been necessary to use such material as was obtainable. Very often, this material could not be made into these regular grades. As substitutes, therefore, this company has been manufacturing three grades of Special Oakum, No. 1, 2 and 3, to parallel the regular grades.

Plumbers' Oakum is used for caulking all kinds of pipe, such as bell and spigot, iron, soil, water supply, waste, sewer and gas. We are the originators of Plumbers' Oakum, which we established in 1891.

Plumbers' Oakum is divided into four grades, known as Plumbers' Spun, Plumbers' Coiled, Plumbers' Navy and Rope Oakum.

OAKUM & Kindred Products

New Best Oakum

This grade is made solely by the George Stratford Oakum Co. It was originated by them, and has never been made by any other manufacturer. It is manufactured strictly from new Russian hemp and hemp tows, tarred with the finest quality of Stockholm tar. It is noted for its attractive color and distinctive odor, Stockholm tar having a different odor from that of any other tar in the world. It contains almost no waste whatever, being made of new material; it is clean and free from knots or yarns which appear in all Oakum made of old rope.

OAKUM & Kindred Products



GEO. STRATFORD OAKUM CO.

NEW BEST OAKUM

NEW BEST OAKUM

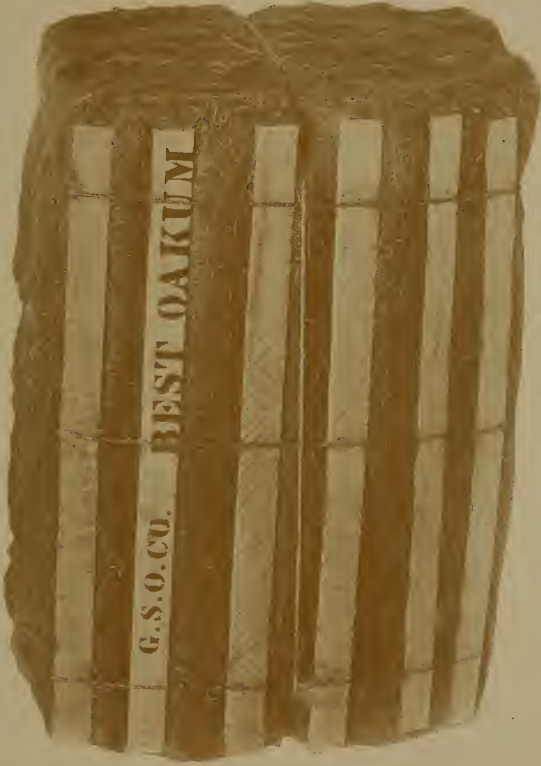
OAKUM & Kindred Products

Best Oakum

Next to New Best Oakum, Best Oakum is the highest grade of Oakum. It is made from old tarred Russian and Italian hemp rope, mixed with a certain percentage of new hemp, freshly tarred. The fibre is long and well finished, as free as possible from lumps and yarns, and contains less waste than the lower grades.

Because of its quality, larger quantities are sold of this grade than any other.

OAKUM & Kindred Products



BEST OAKUM

OAKUM & Kindred Products

U. S. Navy Oakum

This grade is known as the middle grade. The fibre is not quite so long as that in Best Oakum. It contains somewhat more waste than Best Oakum although not as much as the third grade. It is usually the best Oakum that can be produced for the differential in price between it and Best Oakum.

OAKUM & Kindred Products



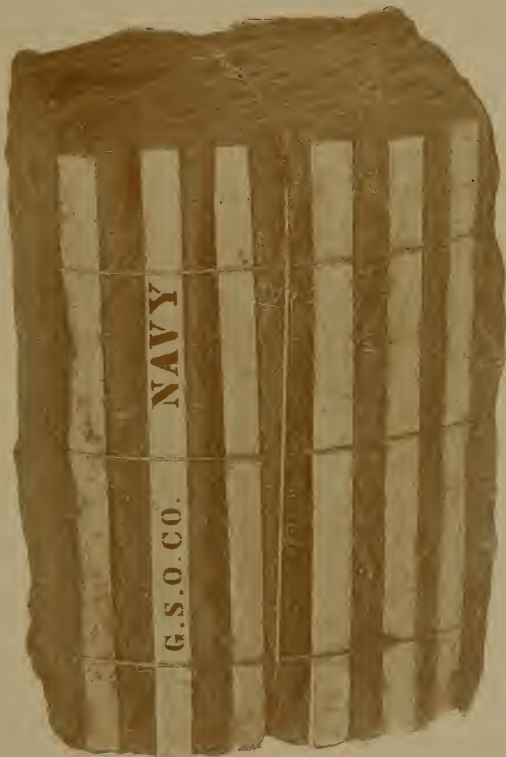
G. S. O. CO. U. S. NAVY

U. S. NAVY OAKUM

Navy Oakum

The lowest grade of Marine Oakum manufactured. The fibre is considerably shorter than that of the U. S. Navy and the waste runs somewhat higher; the Oakum is not as well finished. Navy Oakum is used to a small extent in this country, the largest proportion of it being exported to the South American countries.

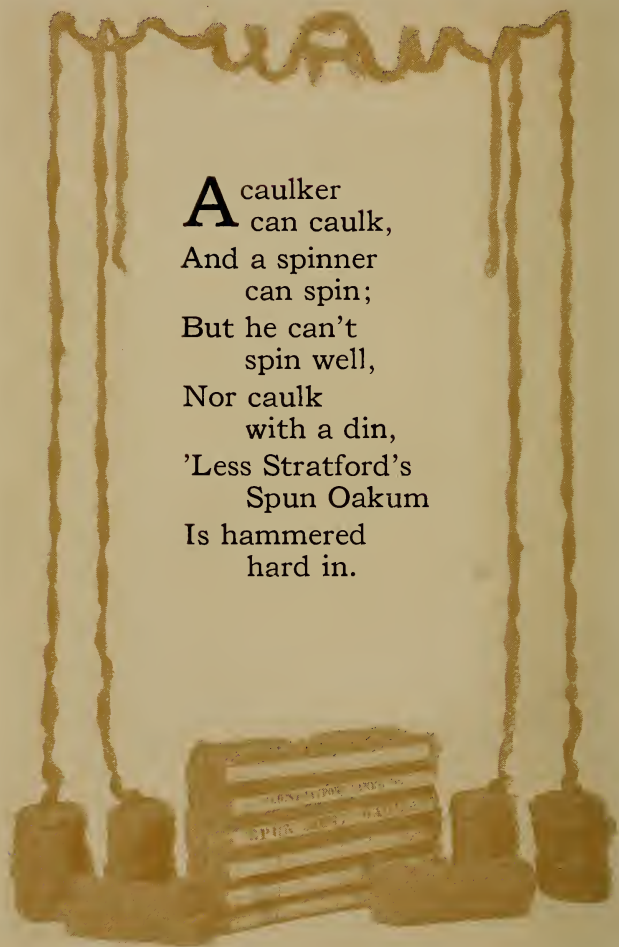
OAKUM & Kindred Products



NAVY OAKUM

OAKUM & Kindred Products

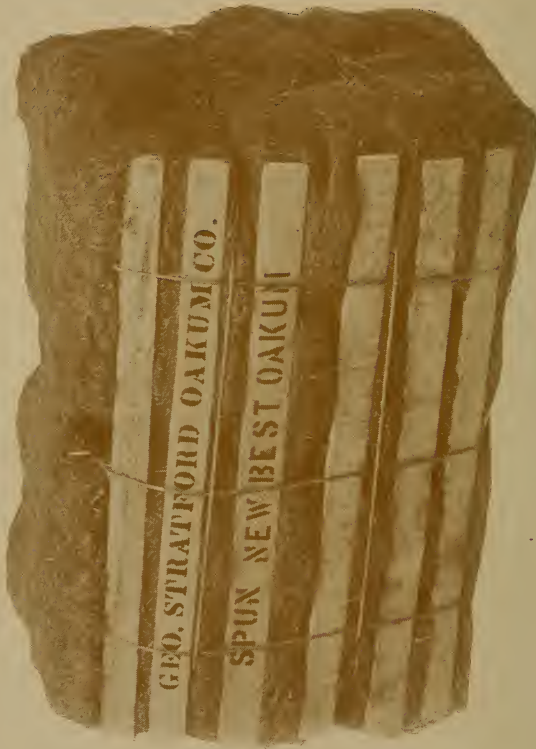
A caulker
can caulk,
And a spinner
can spin;
But he can't
spin well,
Nor caulk
with a din,
'Less Stratford's
Spun Oakum
Is hammered
hard in.



Spun Marine Oakum

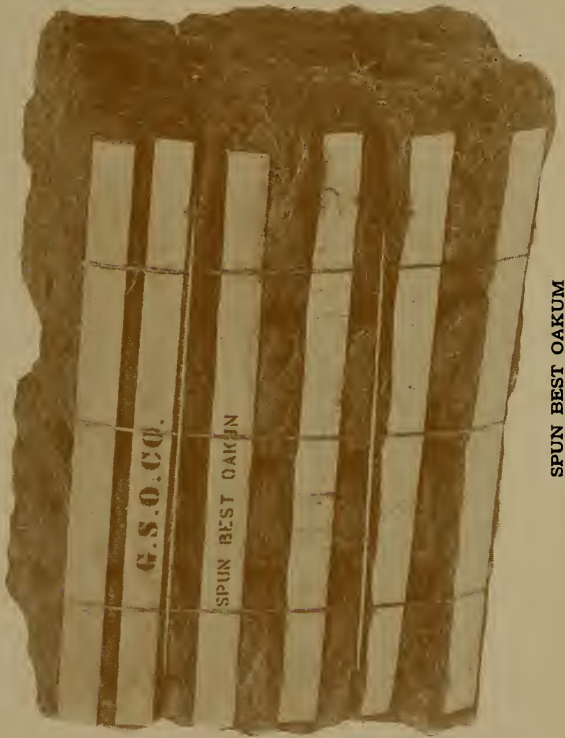
The grades of New Best, Best, U. S. Navy and Navy are manufactured both in carded unspun form and in Machine spun form, put up in balls or hanks, at an additional cost over the unspun of about 1c per lb. Unspun Oakum, before it can be used, must be spun by hand, at an average cost of from 3 to 5c per lb., whereas machine spun Oakum is ready for use when it leaves the factory, or with a slight respinning. It contains considerably less waste than its parallel grade in unspun, and brings the user a large saving over the cost of the unspun Oakum after the hand spinning. The Oakum is first wound into what are known as balls, which unwind from the center like a ball of twine, or in hanks such as a hand spinner makes after spinning the carded Oakum. The silver or thread of this Oakum runs from about 43 to 75 feet to the pound, the lower grades being shorter or heavier thread; the average thread in Spun Best Oakum is about 55 feet to the pound.

OAKUM & Kindred Products



SPUN NEW BEST OAKUM

OAKUM & Kindred Products



SPUN BEST OAKUM

OAKUM & Kindred Products



SPUN U. S. NAVY OAKUM

OAKUM & Kindred Products



SPUN NAVY OAKUM

OAKUM & Kindred Products

Plumbers' Oakum

Originated by George Stratford Oakum Co. in 1891

Plumbers' Oakum is used by the plumbing trade, in the caulking of all pipes, soil or iron, water supply and waste water. It is made entirely of jute.

Plumbers' Oakum is divided into four grades, which are known as Plumbers' Spun, Plumbers' Coiled, Plumbers' Navy and Rope Oakum. All of these grades are used for Plumbers' use, solely, with the exception of the Plumbers' Navy, which is also used in horseshoers' work, and this is sometimes known as horseshoers' Navy Oakum.

Plumbers' Spun Oakum

This is the cheapest grade of Oakum produced, and is most popular among the plumbers' trade. It is made of jute, jute waste and carded jute bagging, and contains a larger percentage of tar than any other grade of Oakum.

OAKUM & Kindred Products

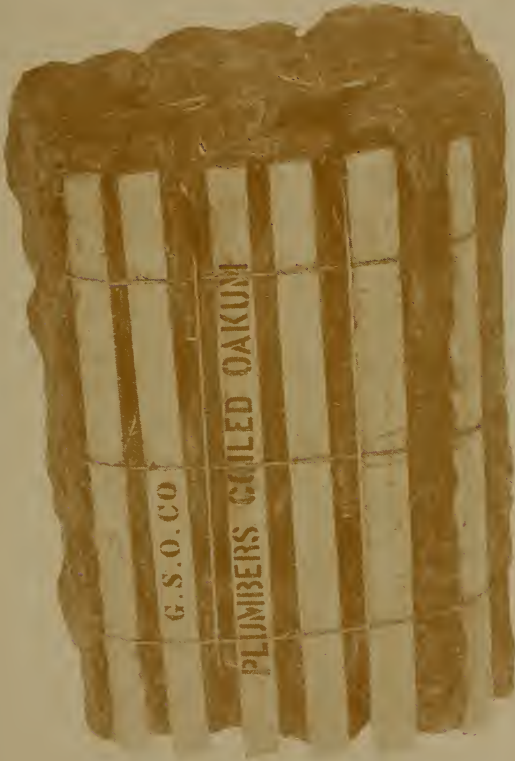


PLUMBERS' SPUN OAKUM

Plumbers' Coiled Oakum

This grade is exactly the same material as Plumbers' Spun Oakum, prepared in the same way, except that after being spun it is put up in the form of spools or balls which unwind from the center, similar to Marine Spun Oakum. It is used for exactly the same work as other grades of Plumbers' Oakum, and it is in somewhat handier form. As a rule, it costs more than the Plumbers' Spun Oakum.

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PLUMBERS' COILED OAKUM

OAKUM & Kindred Products

Plumbers' Navy Oakum Horseshoers' Navy Oakum Dealers' Navy Oakum

These three brands are identical in quality

This is the same material as the Plumbers' Spun and Coiled Oakum, prepared in the same way, except that it is carded or loose in form, sold in bulk, 50 lbs. to the bale. It can be used for the same purposes, but is worth a higher price. It will not go as far in the ordinary plumbers' use, its chief use being for caulking horses' hoofs.

OAKUM & Kindred Products



PLUMBERS' NAVY OAKUM

OAKUM & Kindred Products

Rope Oakum

This is made entirely of jute, and comes in the form of a rope, about $\frac{1}{2}$ -inch in diameter, wound in coils of about 50 lbs. each. In its untarred state it is used for caulking of water supply pipes, so that there is no possibility of the water being contaminated with tar in the various joints in the pipe. In its tarred form, it is used for all other kinds of pipe caulking, lead, soil, and iron pipe. It is somewhat more handy in form to use than the other grades of Plumbers' Oakum, and many contractors prefer it for this reason. Some claim that it can be made into a tighter joint, as it is more compressed and not so spongy, packing better than the other forms.

OAKUM & Kindred Products



ROPE OAKUM

OAKUM & Kindred Products

Plaster and Upholstery Fibres

Put up in the same form, in 50-lb. bales, as Marine Oakum. Made of twisted hard fibre, having great resiliency, and used as a substitute for hair in the manufacture of plaster and for upholstery purposes. Originated by this company in 1915.

OAKUM & Kindred Products



PLASTER AND UPHOLSTERING FIBRES

OAKUM & Kindred Products

Fire-Proof Oakum

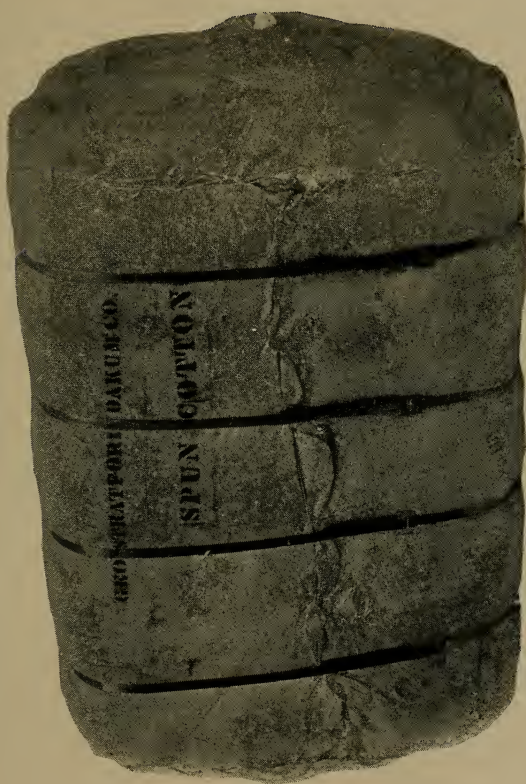
Originated by George Stratford Oakum Co.

Made of jute without any tar and chemically treated so as to resist fire. Will absorb moisture readily and is designed for use only in the caulking of window frames in fireproof buildings.

Spun Caulking Cotton

Brands, Superior and Superlative. These brands are very popular. They represent the two grades of cotton that are mostly used; cotton being employed in the caulking of seams in conjunction with Oakum. Many yards prefer to make the innermost caulking of cotton, with Oakum as the next caulking in between the cotton and the pitch. It is also used for small boat work, where Oakum cannot be brought down to a small enough thread.

OAKUM & Kindred Products



SPUN CAULKING COTTON
Made in two brands, "Superior" and "Superlative"

Sheathing Felt

Sheathing Felt is put up in crates, 250 sheets to the crate, each sheet 32 by 40 inches, about 1/16-inch thick. It is made principally of jute fibres, pressed together, impregnated with tar and pitch. It is impervious to water and is used between steel and wooden decks, between wooden partitions of various kinds and between planking and copper sheathing on bottoms.

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SHEATHING FELT

OAKUM & Kindred Products

Friction, Binders' and Trunk Boards

These are more or less a by-product of Oakum, as some of the waste material from the manufacture of Oakum is used in the manufacture of what is known as tar board; the best boards contain some of this material.

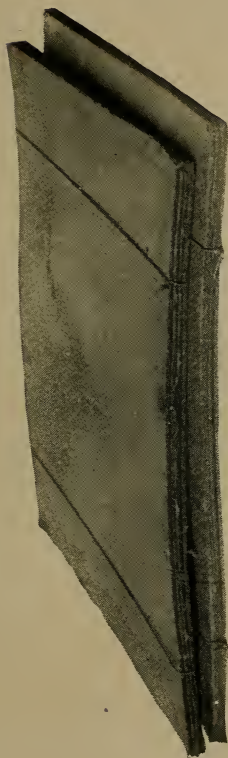
Friction Board is used in the manufacture of friction pulleys.

Binders' Board, of course, is used in the binding of books.

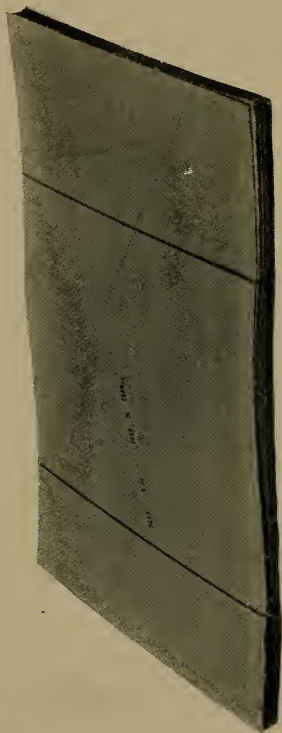
Trunk Board is used in the manufacture of trunks and suit-cases.

In general, all of these boards are packed in bundles of 50 lbs. each, the number of the board being indicative of the number of sheets to the bundle, as for instance: A No. 4, 34 by 44 board would indicate that there are four boards to a bundle 34 by 44 in size weighing 50 lbs.; a No. 12, 26 by 38 board would indicate that there would be 12 boards 26 by 38 to a bundle of 50 lbs. This not only illustrates the weight, but also the thickness of the board.

OAKUM & Kindred Products



FRICION BOARD



BINDERS' BOARD

OAKUM & Kindred Products

Trade Customs

Oakum is always sold 50 lbs. to the bale, gross weight, no allowance for tare.

Prices are always subject to change without notice, all quotations are made subject to immediate acceptance.

Superior Cotton is put up in bales of 50 and about 100 lbs.

Superlative Cotton only in bales of about 100 lbs.

Rope Oakum comes in coils of about 50 lbs. each.

All agreements are contingent upon strikes accidents and other causes beyond our control.

Oakum factories invariably sell Oakum by the pound, whereas dealers are in the habit of selling it by the bale.

As prices are subject to fluctuation, they will be quoted on request.

No freight allowance; sold f. o. b. factory.

No commissions allowed to syndicate buyers.

OAKUM & Kindred Products

Loading of Trucks

Many concerns who do not handle Oakum continuously in large quantities are not obtaining the maximum capacity of their trucks. The accompanying series of illustrations show how best to get this maximum capacity in a truck load of Oakum.

No. 1 picture shows 40 bales standing on the floor of the truck, 10 deep and 4 wide.

No. 2 shows the second tier lying on its side, 7 deep and 4 wide. 28 bales.

This makes a total of 68 bales in the two tiers.

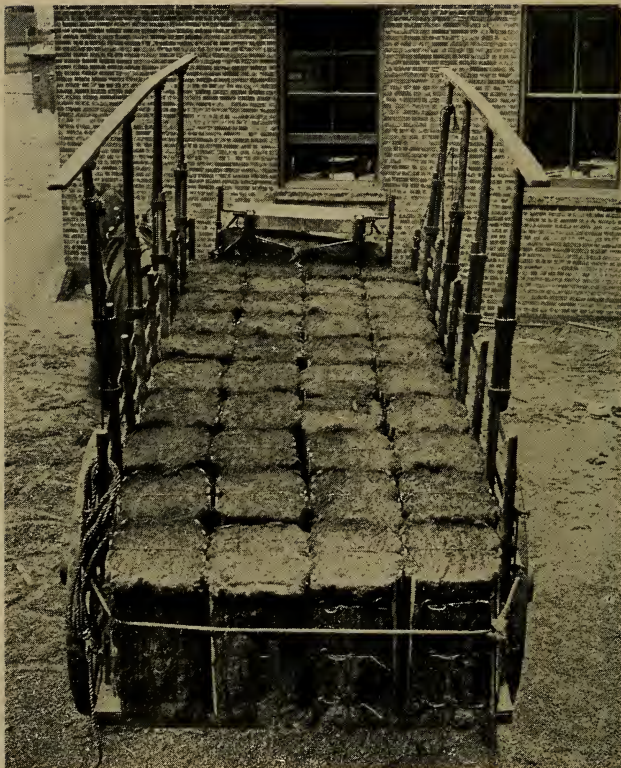
No. 3 shows the third tier, 10 bales on each side of the truck, lying on the side, 6 bales in the center, 4 in the back, making a total of 30 bales for this tier.

No. 4 shows the fourth tier, containing four in the front, 6 in the centre and 10 on each side, making 30 bales.

No. 5 shows the fifth tier with 11 bales on each side.

This makes a total load of 150 bales, equals $3\frac{3}{4}$ tons.

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No. 1—Showing 40 bales of Oakum standing on floor of truck, 10 deep and 4 wide

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No. 2—Showing the second tier laid on its side, 7 deep and 4 wide—a total of 68 bales on 2 tiers

OAKUM & Kindred Products



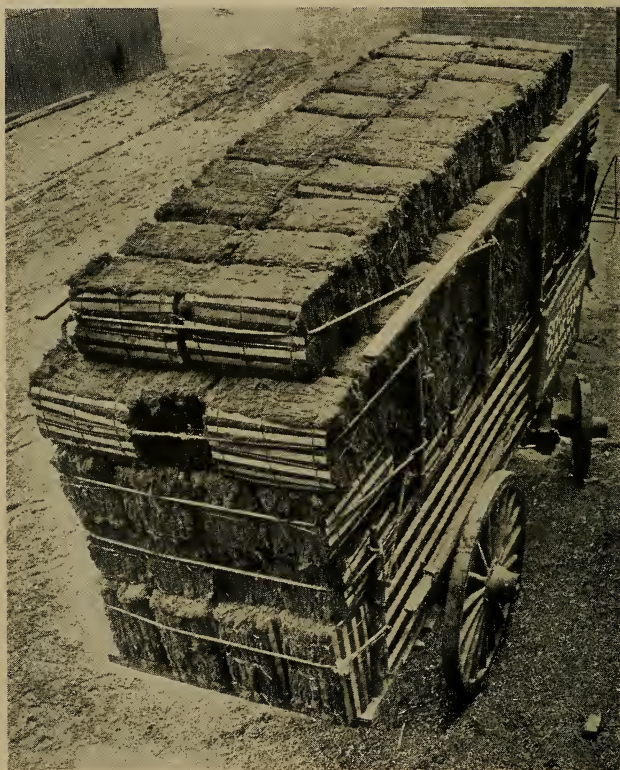
No. 3—Showing the third tier 10 bales on each side of the truck, lying on the side, 6 bales in the center, 4 in the back—making a total of 30 bales for this tier

OAKUM & Kindred Products



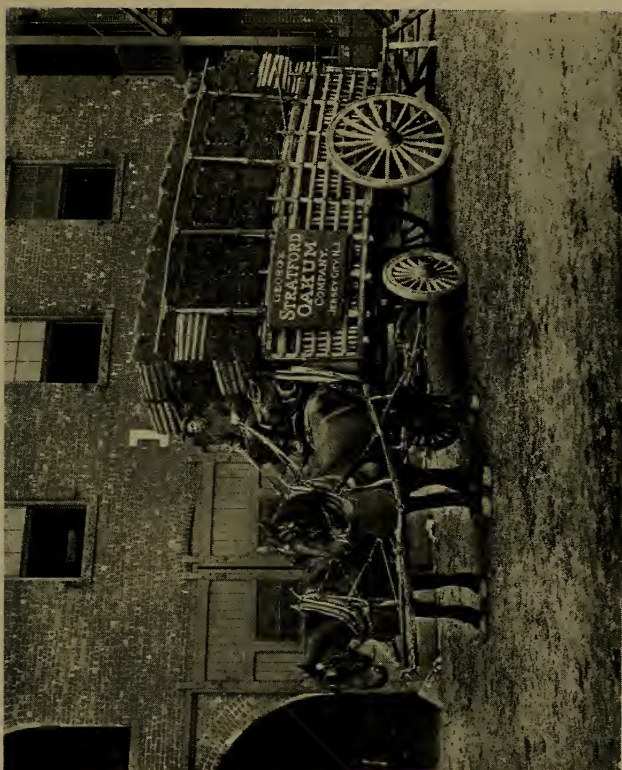
No. 4 Showing the fourth tier containing 4 in front, 6 in center, 10 on each side—30 bales in all

OAKUM & Kindred Products



No. 5—Showing the fifth tier with 11 bales on each side
—a total of 150 bales for the load

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No. 6—LOADED TRUCK

OAKUM & Kindred Products



LOADED MOTOR TRUCK



THREE MOTOR TRUCKS AND TROY TRAILERS

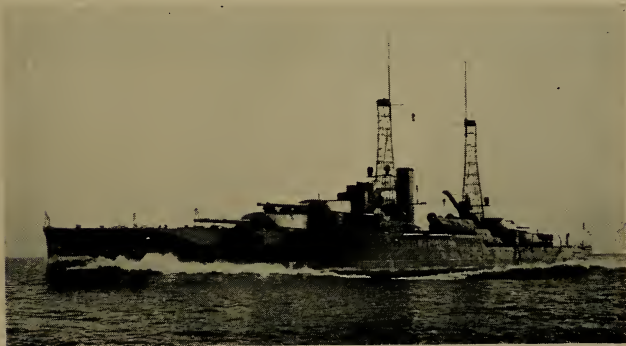
OAKUM & Kindred Products



U. S. BATTLESHIP "MICHIGAN"

Built by New York Ship Building Company, Camden, N. J.
Caulked with Stratford Oakum

On the U. S. Battleships "Utah" and "Michigan," the new Dreadnaught "Oklahoma," built by the New York Ship Building Co., Stratford Oakum was used, and the Oakum was reported satisfactory.—New York Ship Building Co., Camden, N. J.



U. S. DREADNAUGHT "OKLAHOMA"

Caulked with Stratford Oakum



MOTORSHIP, "CITY OF PORTLAND"
Built by St. Helens Shipbuilding Co., St. Helens, Ore.
Caulked with Stratford Oakum



MOTORSHIP "SEABORN"
Built by Seaborn Shipbuilding Co., Tacoma, Wash.
Caulked with Stratford Oakum



SCHOONER "TIFTON"

of Boston, being caulked with Stratford Oakum at Tietjen & Lang Dry Dock Co., Hoboken, N. J.



NON-MAGNETIC YACHT "CARNEGIE"

She is the only boat of her kind in the world

She was built for the Carnegie Institute, Washington, D. C., by the Tebo Yacht Basin Company, for making accurate magnetic surveys, practically no iron being used in her construction. She is well caulked with Stratford Oakum.



SCHOONER "GOVERNOR AMES"

is the first five-master schooner ever built

She made her first trip twenty years ago from Portland, Me., to Buenos Ayres, with 1,896,000 feet of lumber. Captain C. A. Davis went around Cape Horn with her, spent three years on the Pacific Coast, made a voyage to Australia, then to Honolulu, then to Puget Sound and then to Europe. She has been nearly around the world and has always made successful voyages. This vessel is caulked with Stratford Oakum.



REPLICA FULTON'S "CLERMONT"

Caulked with Stratford Oakum

Built By Staten Island Steam Boat Company



MOTORSHIP JUNE
Under construction at the yard of Chas. R. McCormick Co.,
St. Helens, Oregon
Caulked with Stratford Oakum



STAR OF ICELAND
Alaska Packers' Fleet
Caulked with Stratford Oakum by Hanlon Dry Dock Co.

OAKUM & Kindred Products



The flag raising held April 28, 1917, at the factory of George Stratford Oakum Co.

OAKUM & Kindred Products

Letters of Appreciation

"As to the quality of the Oakum which you have furnished us in the past, we beg to state that it has been entirely satisfactory and we have no complaint from it whatever.—*American Ship Building Co., Cleveland, Ohio.*"

"As to the quality of your Oakum, we have, of course, used large quantities of your product during the past few years and have always found it perfectly satisfactory.—*Milwaukee Dry Dock Co., Milwaukee, Wis.*

"The Oakum which you have supplied to us on our orders has been entirely satisfactory. We have used it very extensively, for decks, caulking, etc., on various vessels which we have built, and it has given A-1 results.—*Seattle Construction & Dry Dock Co., Seattle, Wash.*"

"We are pleased to state that your Oakum has been giving universal satisfaction and, while we have tried out other brands in competition, have not found them to be at all satisfactory, and, if you are able to keep us supplied, Stratford's will be the only brand that we will handle.—*Pacific Net & Twine Co., Seattle, Wash.*

"We would like to place our order with you for Oakum, same to be shipped as soon as possible.

"Would say that our customer has received samples from five other manufacturers but would have nothing but Stratford Oakum even though there would be a delay.—*John McCullough, New Bedford, Mass.*"

(This letter was written to one of our competitors)

"Your letter of the 10th with quotation received and in reply, beg to advise that we do not handle anything but Geo. Stratford's Oakum. We find that Stratford makes the best Oakum that we have ever been able to obtain for the money and we have been buying from them for over 40 years.

"We wish to thank you for your quotation but will say that we are not in the market for any Oakum.—*The M. I. Wilcox Co., O. S. Wilcox, Pres., Toledo, Ohio.*

OAKUM & Kindred Products

Leaders in All New Things in Oakum

First, George Stratford Co. originated the different grades of Plumbers' Oakum.

Then it was first in the American field with Machine Spun Marine Oakum.

After that, Plaster and Upholstery Fibre.

Finally, it originated Fire-Proof Oakum.

Before the advent of Stratford's Fire-Proof Oakum, a Fire-Proof Oakum had long been sought, but not deemed practicable.

Oakum used in construction or repair of a vessel is so important and its total cost so relatively small that owners are very unwise not to specify the finest oakum obtainable—which, of course, means Stratford's.

Good oakum in the seams of a vessel is like good red blood in a man's veins and the older the vessel the more she needs good caulking.

OAKUM & Kindred Products

No Danger of Spontaneous Combustion with Stratford's Oakum

The Bureau for the Safe Transportation of Explosives and other Dangerous Articles requested samples of Oakum from us for scientific tests as to spontaneous combustion. Although they requested samples of only two or three grades, we furnished them with samples of all eleven grades and severe tests were made of each. We take pleasure in quoting from their report under date of March 14, 1912, as follows:

"Samples of the various grades of Oakum were received from the George Stratford Oakum Company of Jersey City, N. J. All of these various grades consist of Jute or a similar fibre (hemp) impregnated with tar or a mixture of tar and mineral oil. A test for spontaneous heating was made on each sample in the following manner: Several pounds of the tightly packed material were placed in a water-jacketed oven, with the contents of water jacket at boiling temperature, the temperature of the interior of the oven was maintained at a constant temperature of 100 degrees C (212°F). In every case, the heating effect was not shown during the first nine hours. The maximum temperature observed in the oven tests are tabulated below:

	Centigrade	Fahrenheit
New Best Oakum.....	101°	213.8°
Best.....	101°	213.8°
U. S. Navy.....	101.5°	214.3°
Navy.....	103°	217.4°
Spun New Best.....	101°	213.8°
" Best.....	101°	213.8°
" U. S. Navy.....	102°	215.6°
" Navy.....	102.5°	216.5°
Plumbers' Spun.....	103.5°	218.3°
" Coiled.....	102.5°	216.5°
" Navy.....	102°	215.6°

The increase of heating occurring spontaneously in these samples is very slight and commences very slowly. The risk of spontaneous ignition or heating in transportation or storage is negligible. They are not classed as inflammable under the Interstate Commerce Commission Regulations.

OAKUM & Kindred Products

This article from the Jersey Journal, besides giving a brief history of the George Stratford Oakum Co., gives an idea of the wide distribution of its product

The Business of the George Stratford Oakum Co. is distinctly a wholesale business. Shipments are made from the factory in large quantities, the greatest part of the business being carload business. The policy of the concern is to ship to large distributing places in various parts of the world, allowing them to distribute to the smaller trade. This concern has risen until at the present time it is the largest producer of Oakum in the world. It was founded in 1860 by the late George Stratford, and at present is operated by his sons. The concern occupies about five acres of land, using about twenty-one buildings. In addition to Oakum it is manufacturing Binders, Trunk and Friction Boards, Tarred or Untarred Jute Packing, Oakum Felt, Caulking Cotton, Plaster and Upholstery Fibres.

The company recently acquired the property of the Jersey City Paper Co., and is now operating that plant for the manufacture of high-grade tissue paper. It is about to form a new corporation for the handling of the Paper Company property, naming the new company "The Stratford Paper Co." The business of the Jersey City Paper Co. was founded in 1876 by the late George Stratford who also founded the Oakum Co.

During 1915, Oakum was shipped direct from the factory to the places mentioned below, at which places it was either on sale or again distributed to various other places, no records of which can be obtained at the factory.

UNITED STATES

Alabama	4 Cities	Missouri	2 Cities
California	6 "	New Jersey	20 "
Delaware	2 "	New York	63 "
Colorado	1 "	No. Carolina	5 "
Connecticut	4 "	Ohio	7 "
Florida	5 "	Oklahoma	1 "
Georgia	5 "	Oregon	2 "
Illinois	1 "	Pennsylvania	15 "
Indiana	4 "	Rhode Island	2 "
Kentucky	2 "	So. Carolina	3 "
Louisiana	2 "	Tennessee	4 "
Maine	9 "	Texas	8 "
Maryland	3 "	Vermont	1 "
Massachusetts	5 "	Virginia	5 "
Michigan	3 "	Washington	3 "
Minnesota	2 "	West Virginia	9 "
Mississippi	1 "	Wisconsin	2 "

CANADA

Alberta	1 City	Nova Scotia	1 City
Brit. Columbia	2 Cities	Ontario	11 Cities
Manitoba	1 "	Quebec	2 "

OAKUM & Kindred Products

SOUTH AMERICA

ARGENTINE

Puerto Deseado, Puerto Madryn

BRAZIL

Itacoatiara, Manaus, Maranhao, Para, Porto Alegre, Rio Grande

CHILE

Antofagasta, Coquimbo, Corral, Cobija, Eten, Iquique, Puerto Montt, Punta Arenas, Talcahuano, Valdivia Corral, Valparaiso

COLOMBIA

Barranquilla, Buenaventura, Cartagena, Pto Columbia, Rio Hacha, Santa Marta, Savanilla, Tumaco

ECUADOR

Bahia, Guayaquil, Manta

DUTCH GUIANA

Paramaribo, Surinam

PERU

Callao, Payta, Salaverry

BRITISH GUIANA

Georgetown

FRENCH GUIANA

Cayenne

URUGUAY

Montevideo.

VENEZUELA

Carupano, Cd Bolivar, Coro, Cumana, La Guayra, Maracaibo, Maturin, Pto Cabello, Pto Sucre, St. Lucia

MEXICO

Campeche, Frontera, Novelo Progreso, Tampico, Vera Cruz

CENTRAL AMERICA

COSTA RICO

Limon

NICARAGUA

Corinto

BRITISH HONDURAS

Belize, Pto Cortez

SPANISH HONDURAS

Amapola, Ceba.

WEST INDIES

Trinidad, Port of Spain, St. Mare, Pto Plata, Bonaire Curacao, Bermuda, Macoris, Aux Cayes, Sav la Mar, Petit Goave, Curacao, Demerara, St. Barths, St. Kitts

BAHAMA ISLANDS

Cayman Brac, Grand Cayman, Nassau

CUBA

Arroyo, Cienfuegos, Ciudad del Carmen, Guantaumo, Havana, Mantanzas, Neuvas, Santiago

HAITI

Cape Haiti. Gonaives, Jeremie, Port au Prince, Port de Paix, Jacmel, Miragoane, St. Marc

SANTO DOMINGO

Sto Domingo, Maroris.

JAMAICA

Falmouth, Kingston, Montego Bay, Port Antonio, St. Arms Bay

LESSER ANTILLES

Barbados, Christiansted, Dominica, Grenada, Guadeloupe, St. Croix, St. Martin, St. Thomas, St. Vincent

PORTO RICO

Aguadilla, Arecibo, Fajardo, Mayaguez, Ponce, San Juan

SOCIETY ISLANDS (Pacific Ocean)

Papeete

PHILIPPINE ISLANDS

Manila

CHINA

Shanghai, Tientsin

HAWAIIAN ISLANDS

Honolulu

PANAMA

Colon

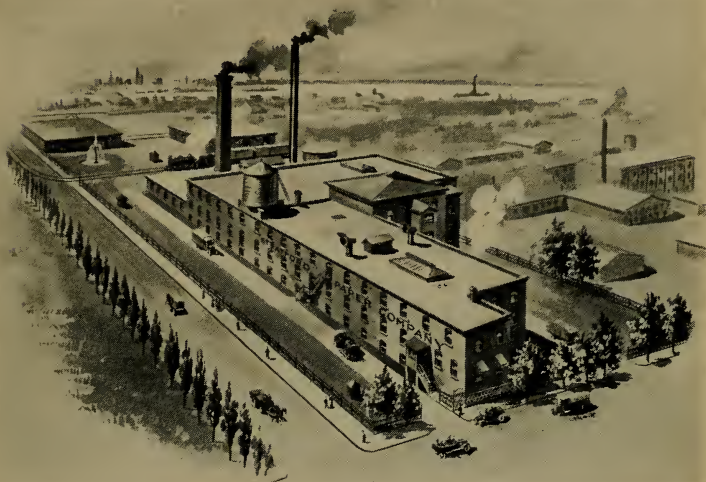
OAKUM & Kindred Products

Guarantee Tags

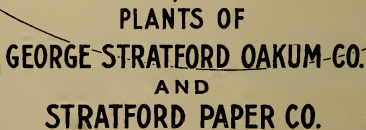
In the center of each bale of Oakum is inserted a guarantee tag, insuring to the purchaser that he is getting the grade of Oakum designated by the brand on the outside; also that the quality of the Oakum in the bale is up to the standard of the grade.

The number on the reverse side of the tag indicates to the factory, in the event of any complaint, the day and hour the Oakum was made. It also enables us to trace all the materials entering into the manufacture of the goods.

OAKUM & Kindred Products



The Stratford Paper Co. is under the same management and practically the same ownership as George Stratford Oakum Co. Its predecessor, the Jersey City Paper Co., was founded in 1876 by George Stratford. The Stratford Paper Co.'s Plant adjoins the plant of George Stratford Oakum Co. The Stratford Paper Co. manufactures Four-drinier Tissue, White and Colored, G. B. Silver, Manifold, Celluloid and Specialties.



66

INDEX

Plant of George Stratford Oakum Co.	4- 5
History of George Stratford Oakum Co.	6-10
Definition of Oakum.	11
Romance of Oakum.	12
Oakum Classes and Grades	13
New Best Oakum.	14-15
Best Oakum.	16-17
U. S. Navy Oakum.	18-19
Navy Oakum.	20-21
Spun Marine Oakum.	22-27
Plumbers' Oakum	} 28-29
Plumbers' Spun Oakum	
Plumbers' Coiled Oakum.	30-31
Plumbers' Navy Oakum	} 32-33
Horseshoers' Navy Oakum	
Dealers' Navy Oakum	} 34-35
Rope Oakum	
Jute Packing	
Plaster and Upholstery Fibres.	36-37
Fire Proof Oakum	} 38-39
Spun Caulking Cotton	
Sheathing Felt.	40-41
Friction, Binders' and Trunk Boards.	42-43
Trade Customs.	44
Loading of Trucks.	45-52
Illustrations of Vessels Caulked with Stratford Oakum.	53-57
Flag Raising at Factory of George Stratford Oakum Co.	58
Letters of Appreciation.	59
Leaders in all New Things in Oakum.	60
No Danger of Spontaneous Combustion with Stratford's Oakum	61
Wide Distribution of George Stratford Oakum Co.'s Products	62-63
Guarantee Tags.	64
Plant of the Stratford Paper Co.	65
Map Showing Location of Plants of George Stratford Oakum Co. and Stratford Paper Co.	66

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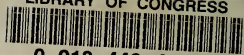


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